

PRICE LIST.

THE BOULTON STANDARD CARBON CO.

COR. HAMILTON STREET AND C. & P. R. R.,

CLEVELAND, O.

					Price per 1000.	Per 1000 Pairs.	Length of Time Carbon will burn
Boulton Standard Carbons, No. 1,	-	-	-		$\frac{7}{16} \times 12$ in. \$20 00	12 & 7 in. \$30 00	12 Hours.
" " " " 1,	-	-	-		$\frac{1}{2} \times 12$ " 21 00	12 & 7 " 31 00	14 "
" " " " 2,	-	-	-		$\frac{7}{16} \times 12$ " 15 00	12 & 7 " 22 50	10 "
" " " " 2,	-	-	-		$\frac{1}{2} \times 12$ " 16 00	12 & 7 " 24 00	12 "
" " " " 3,	-	-	-		$\frac{7}{16} \times 12$ " 12 00	12 & 7 " 18 00	9 "
" " (Same as made Two years ago.)	-	-	-		$\frac{1}{2} \times 12$ " 13 00	12 & 7 " 19 50	10 "
" " " " 3,	-	-	-				
" " (Same as made Two years ago.)	-	-	-				
Boulton Austrian Carbon, No. 4,	-	-	-		$\frac{7}{16} \times 12$ " 18 00	12 & 7 " 27 00	7 "
" " " " 4,	-	-	-		$\frac{1}{2} \times 12$ " 20 00	12 & 7 " 30 00	8 "
Common Carbons such as made by other Mf'rs, No. 5,					$\frac{7}{16} \times 12$ & $\frac{1}{2}$ in 10 00		8 & 9 "

The above prices are for Copper Coated Carbons; all Plain or Black Carbons are One dollar less per thousand.

Boulton's Austrian Carbons are intended to take the place of Cored Carbons. They burn as steady, last longer and give a much better light.

We consider the Boulton Standard Carbon, No. 1, $\frac{1}{2}$ in. at \$21.00 the cheapest Carbon in the market as it burns through the longest night in winter, and two nights in summer, saving one-half the expense of trimming. It is also free from all objections of other Carbons; it will not Flame, Smoke or Hiss, and does not throw off Sparks—every particle of Carbon being consumed.

We will give our customers a discount for all standing orders to be shipped weekly or monthly.

In ordering Carbons, please give number as above; that will show quality and price; as for instance, "send 10 M No. 1 $\frac{7}{16}$ coated."

We do not wish to convey the idea that what we call Common Carbons, at \$10.00 per thousand, is an inferior Carbon in quality, or seconds. It is made of the same material and in the same way that all other Carbons are made and we can guarantee that it is as good if not better than any Carbon in the market.

W. H. BOULTON,
GENERAL MANAGER.

Since the enclosed Price List was printed, I have received a circular, issued by the National Carbon Co., (formerly the Boulton Carbon Co.) offering a lot of crooked Carbons at \$5 per 1000, and saying, in every other respect, they are first quality Boulton Standard Carbons.

There has never been any Boulton Standard Carbons made and none put on the market, and the Carbons they offer are not even Boulton Carbons, as all the Boulton Carbons were sold out last November.

Any concern that will resort to such unprincipled means—to palm off a lot of worthless trash on the public, under the name of another firm, deserves the censure of every honest business man.

It is my intention in future to treat all such circulars, and the company that issues them, with silent contempt.

W. H. BOULTON.

THE BOULTON STANDARD CARBON COMPANY,

COR. HAMILTON ST. AND C. & P. R. R.,

CLEVELAND, OHIO.

ENCLOSED WE HAND YOU OUR PRICE LIST OF CARBON POINTS, AND BEG TO CALL YOUR ATTENTION TO A FEW FACTS IN RELATION TO CARBONS.

MR. W. H. BOULTON, OUR GENERAL MANAGER, IS THE SAME GENTLEMAN WHO ESTABLISHED "THE BOULTON CARBON COMPANY" AND HAD THE EXCLUSIVE MANAGEMENT AND CONTROL OF THAT BUSINESS UP TO A YEAR AND A HALF AGO. AT THAT TIME MR. BOULTON PRACTICALLY RESIGNED THE MANAGEMENT OF THE BUSINESS. SINCE THEN HE HAS SOLD OUT HIS INTEREST AND DEVOTED MOST OF HIS TIME IN EXPERIMENTING WITH DIFFERENT KINDS OF MATERIAL AND HAS SUCCEEDED IN PRODUCING THE BEST CARBON EVER MADE.

HE HAS ALSO MADE GREAT IMPROVEMENT IN MACHINERY AND INVENTED NEW AUTOMATIC MACHINERY BY WHICH CARBONS CAN BE MADE MORE UNIFORM, BOTH IN SIZE AND QUALITY.

THE GREAT TROUBLE IN THE CARBON BUSINESS HAS BEEN A LACK OF UNIFORMITY IN THE QUALITY OF THE CARBON. THIS HAS BEEN CAUSED BY WANT OF ATTENTION, AND A NUMBER OF INEXPERIENCED PARTIES STARTING IN THE BUSINESS WHO KNEW NOTHING OF THE QUALITIES OF THE MATERIAL THEY WERE USING.

WE HAVE REDUCED THE CARBON BUSINESS TO A SCIENCE, AND WITH OUR IMPROVED MACHINERY AND THE USE OF A CERTAIN CHEMICAL, WHICH INCREASES THE DURABILITY OF THE CARBON, SO THAT CARBONS MADE OF THE SAME MATERIAL TWELVE INCHES LONG CAN BE MADE TO BURN 6, 8, 10, 12 OR 14 HOURS, AS MAY BE DESIRED—AT THE SAME TIME IT PURIFIES THE MATERIAL AND CONSEQUENTLY IMPROVES THE QUANTITY AND QUALITY OF THE LIGHT.

THIS RESULT HAS NEVER BEEN ATTAINED BY ANY OTHER MANUFACTURER IN THE BUSINESS.

WE CAN MAKE CARBONS EXACTLY THE SAME AT ALL TIMES AND OF THE DIFFERENT QUALITIES MENTIONED.

WE MAKE EVERY KIND OF CARBON, SUITABLE FOR THE DIFFERENT SYSTEMS OF LIGHTING, HARD, SOFT, FORCED, MOULDED, AUSTRIAN AND HOMOGENEOUS.

WE ARE ALSO FITTING UP MACHINERY FOR MAKING CORED CARBONS. OUR NUMBER 3 CARBON ON PRICE LIST IS THE SAME AS MADE BY MR. BOULTON TWO YEARS AGO, WHICH GAVE HIM A REPUTATION THE WORLD OVER.

THE BOULTON STANDARD CARBON CO.

PER W. H. BOULTON, GENERAL MANAGER.

June 7, 1886

[Letter One:]

Price List.

The Boulton Standard Carbon Co.
Cor. Hamilton Street and C. & P.R.R.,
Cleveland, O.

	Price per 1000.	Per 1000 Pairs.	Length of Time Carbon will burn
Boulton Standard Carbons, No. 1, - -	7/16 x 12 in. \$20.00	12 & 7 in. \$30.00	12 Hours.
“ “ “ “ 1, - - -	½ x 12 “ 21.00	12 & 7 “ 31.00	14 “
“ “ “ “ 2, - - -	7/16 x 12 “ 15.00	12 & 7 “ 22.50	10 “
“ “ “ “ 2, - - -	½ x 12 “ 16.00	12 & 7 “ 24.00	12 “
“ “ “ “ 3, - - - (Same as made Two years ago.)	7/16 x 12 “ 12.00	12 & 7 “ 18.00	9 “
“ “ “ “ 3, - - - (Same as made Two years ago.)	½ x 12 “ 13.00	12 & 7 “ 19.50	10 “
Boulton Austrian Carbon, No. 4, - - -	7/16 x 12 “ 18.00	12 & 7 “ 27.00	7 “
“ “ “ “ 4, - - -	½ x 12 “ 20.00	12 & 7 “ 30.00	8 “
Common Carbons such as made by other Mf'rs, No. 5,	7/16 x 12 & ½ in. 10.00		8 & 9 “

The above prices are for Copper Coated Carbons; all Plain or Black Carbons are One dollar less per thousand.

Boulton's Austrian Carbons are intended to take the place of Cored Carbons. They burn as steady, last longer and given a much better light.

We consider the Boulton Standard Carbon, No. 1, ½ in. at \$21.00 the cheapest Carbon in the market as it burns through the longest night in winter, and two nights in summer, saving one-half the expense of trimming. It is also free from all objections of other Carbons; it will not Flame, Smoke or Hiss, and does not throw off Sparks – every particle of Carbon being consumed.

We will give our customers a discount for all standing orders to be shipped weekly or monthly.

In ordering Carbons, please give number as above; that will show quality and price; as for instance, “send 10 M No. 1 7/16 coated.”

We do not wish to convey the idea that what we call Common Carbons, at \$10.00 per thousand, is an inferior Carbon in quality, or seconds. It is made of the same material and in the same way that all other Carbons are made and we can guarantee that it is as good if not better than any Carbon in the market.

W.H. Boulton,
General Manager

[Letter Two:]

Since the enclosed Price List was printed, I have received a circular, issued by the National Carbon Co., (formerly the Boulton Carbon Co.) offering a lot of crooked Carbons at \$5 per 1000, and saying, in every other respect, they are first quality Boulton Standard Carbons.

There has never been any Boulton Standard Carbons made and none put on the market, and the Carbons they offer are not even Boulton Carbons, as all the Boulton Carbons were sold out last November.

Any concern that will resort to such unprincipled means – to palm off a lot of worthless trash on the public, under the name of another firm, deserves the censure of every honest business man.

It is my intention in future to treat all such circulars, and the company that issues them, with silent contempt.

W.H. Boulton.

[Letter Three:]

The Boulton Standard Carbon Company,
Cor. Hamilton St. and C. & P.R.R.,
Cleveland, Ohio.

Enclosed we hand you our price list of carbon points, and beg to call your attention to a few facts in relation to carbons.

Mr. W.H. Boulton, our general manager, is the same gentleman who established "The Boulton Carbon Company" and had the exclusive management and control of that business up to a year and a half ago. At that time Mr. Boulton practically resigned the management of the Business. Since then he has sold out his interest and devoted most of his time in experimenting with different kinds of material and has succeeded in producing the best carbon ever made.

He has also made great improvement in machinery and invented new automatic machinery by which carbons can be made more uniform, both in size and quality.

The great trouble in the carbon business has been a lack of uniformity in the quality of the carbon. This has been caused by want of attention, and a number of inexperienced parties starting in the business who knew nothing of the qualities of the material they were using.

We have reduced the carbon business to a science, and with our improved machinery and the use of a certain chemical, which increases the durability of the carbon, so that carbons made of the same material twelve inches long can be made to burn 6, 8, 10, 12 or 14 hours, as may be desired – at the same time it purifies the material and consequently improves the quantity and quality of the light.

This result has never been attained by any other manufacturer in the business.

We can make carbons exactly the same at all times and of the different qualities mentioned.

We make every kind of carbon, suitable for the different systems of lighting, hard, soft, forced, moulded, Austrian and homogeneous.

We are also fitting up machinery for making cored carbons. Our number 3 carbon on price list is the same as made by Mr. Boulton two years ago, which gave him a reputation the world over.

The Boulton Standard Carbon Co.
Per W.H. Boulton, General Manager.

June 7, 1886